



Canvassing Techniques

One-Hour Workshop

Our one-hour workshops are designed to instil a specific skill by the use of theory and then being reinforced by role-plays. Many clients purchase a package of workshops and run them weekly over a period of time.

Who should attend: Consultants whom feel they need a refresher on proven canvassing techniques.

The theory

Setting a call objective; dynamics of the call; preparing a script; overcoming objections; closing

The Practical

Checklist for success; the impact of your voice; when to settle for "no"; what to do next.

Putting it into Practice

Role-play your way to confidence and success